



News from the Frontier of Innovation

March 2001

Monthly Activity Report from the Loudoun County Department of Economic Development
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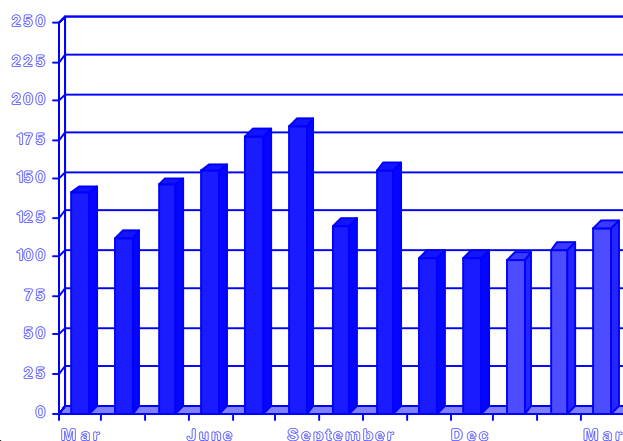
New Prospect Activity:

Prospect activity for the month of March:

- @ Responded to 34 requests for General Information
- @ Sent Out 35 Marketing Packages
- @ Delivered 4 Presentations
- @ Worked with 5 New and 41 On-Going Prospects

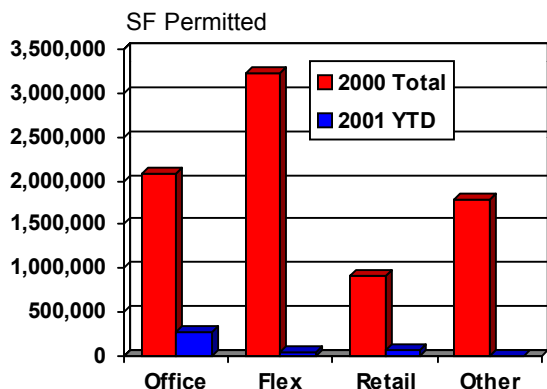
Total Prospect Activity

March 2000 - March 2001



Construction Activity

Nonresidential Construction 2000 Total and 2001 Year-to-Date



So far in 2001, Loudoun County has permitted 380,498 square feet of nonresidential construction. The combined value this month of new buildings (\$6,270,000) and alterations (\$906,144) is over \$7.1 million.

- Office - 187,362 SF in February (81,822 SF in January)
- Flex/Industrial - 0 SF in February (42,703 SF in January)
- Retail - 48,999 SF in February (14,221 SF in January)
- Other - 3,755 SF in February (1,636 SF in January)
- Taxable - 189,236 SF in February (140,383 SF in January)
- Route 28 - 187,362 SF in February (82,470 SF in January)

Announcements:

New Business

Viva Robotics (www.vivarobotics.com) has opened a 300 square foot office on Stonetree Court in Sterling, and has four full time employees. Its core business is tradeshow marketing, with programs designed to bring crowds to its clients' booths and supply them with valuable information. Viva Robotics tradeshow products include booth, video, and audiovisual design, and dramatic presentations using live actors, robots, raffles, music, and interactive activities. The company also offers an expanding educational program designed for ages 6 to 12 that serves as an introduction to robotics.

HCI Technologies (www.hcitech.com) has just relocated its headquarters and warehouse space from Reston and Herndon to 30,000 square feet on Catalina Court at Loudoun Center in Sterling. The move brings 125 new employees to the county. HCI is a systems solutions integrator and telecommunications and information management firm specializing in voice and data system design, installation, and support.

Expanding Business

Qwest Communications (www.qwest.com) has leased an additional 153,600 square feet of data center space at Dulles International Park in Sterling. Qwest Communications is a leader in secure broadband Internet-based data, voice, and image communications for businesses and consumers. This expansion brings Qwest's total holdings in Loudoun County to 262,000 square feet. The number of new jobs that will be created as a result of the expansion is not determined.

Cable and Wireless (www.cw.com) has sublet 51,310 square feet of space previously occupied by Alcatel Data Networks at Loudoun Gateway. The number of new employees is undetermined. This space will be for their partner services division, and the company will also retain its customer service division off Manekin Plaza in Dulles. Cable and Wireless is a major telecommunications business, focused on the provision of high performance global Internet protocol (IP) and data services to business customers.

Noteworthy:

DED Deputy Director Cindy Richmond made presentations to two planning organizations during March. The first, to the American Planning Association at its national conference in New Orleans, was "Digital Infrastructure and Economic Development." The second, to the Virginia Planning Association in Arlington, was "Data Models for Planning and Analysis."

The Department of Economic Development will be one of the sponsors of the upcoming **GW Business and Technology Expo, "Fast Forward 01."** The event will be held April 25 from 8:30am to 5:00pm at The George Washington University Virginia campus in Ashburn. The one-day conference features 14 panel presentations by academic and industry experts on a wide range of technology and management issues of interest, including such topics as Wireless Web, Collaborative CRM, Internet Privacy, Information Security and Ubiquitous Internet, and High-Tech Philanthropy. The keynote speakers are Phillip Merrick, Founder, Chairman, and CEO of webMethods; and Mario Vecchi, Vice President, AOL TV, America Online. For more information on the event, go to <http://www.gwvirginia.gwu.edu/expoFF>.

DED Business Ambassador Pam Treadwell is back from the CeBIT 2001 trade show that was held during late March in Hannover, Germany. Pam joined forces with representatives from the Virginia Economic Development Partnership and six other Virginia jurisdictions during the show, which attracted over 830,000 multinational visitors to 34 buildings, where over 6,000 information technology companies were exhibiting. The Virginia team met with businesses interested in establishing a Virginia location on prearranged appointments, and also visited other exhibitors to obtain information regarding their long-range business plans in relation to doing business in the United States. Due to the success of the event, CeBIT will be held a week earlier next year and will be extended from seven to ten days.

More year-end statistics for 2000: the *Washington Business Journal* has named the 650,000 square foot lease to Exodus by DuPont Fabros at Ashburn Corporate Center as the largest Washington area office lease deal of the year. Also, Loudoun company Tucon Construction ranked 19th among general contractors in the metro area for year 2000 revenue.

The Loudoun County Small Business Development Center (SBDC, www.sbdc.org) reports that as of the end of February, they have assisted 122 clients with either new or existing businesses this year. This reflects a 15% increase over last year at this time.

Look here next month as we review the **Main Street Conference** held April 2-4 in Indianapolis. DED's Community Economic Development Advisor Christina Winn and 12 other Loudoun County and Towns officials participated in the conference.